



[www.EmpireEMCO.com](http://www.EmpireEMCO.com)

EmpireEMCO is a solutions leader in the packaging industry within the US and internationally. Through our brand we are committed to helping our clients create and grow their customer relationships by providing a customizable mix of solutions that include cans, caps, closures, CRC Caps, fingertip sprayers, flex packaging, glass, pails, plastic bottles, plastic jars, pumps, trigger sprayers, tubes and much more. Our passion is delivering the highest quality solutions for the best value to help businesses of all sizes meet their goals.

## **WE'RE HIRING!**

### **Regional Sales Manager – Territory: WNY, Toronto & Vermont**

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses through our CRM.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales through our CRM.
- Contributes to team effort by accomplishing related results as needed.
- 25% Travel to Local WNY Area - Some travel will be required to meet with clients and attend trade shows.
- 1-2 Trips per week to the Toronto area; Monthly week long trips to Vermont
- Overnight travel is required and expected
- This is NOT an 8 am-5 pm position, some evenings and weekends will be required.

Sales Skills and Qualifications:

This is a telephone sales position combined with outside sales presentations.

You will spend the majority of your time prospecting over the phone from our Getzville location and then eventually from your home office.

Once a solid appointment is locked in, you will then meet with the business face-to-face.

Developing the skills for this position take time, we are dedicated to help you succeed. Studying and on-going training will shorten learning curve and get results.

*We need an individual who is:*

- Driven and Aggressive, Self-Starter
- Has Solid Prospecting Skills
- Negotiation Skills
- Self-Confidence
- Interested in gaining Product Knowledge
- Presentation Skills
- Knows how to Build Client Relationships
- Motivation for Sales
- Patience – this position takes time to learn, commissions will come but there is a ramp up time.

Compensation Includes:

Very Competitive Base plus uncapped commissions

Life Insurance

Short & Long Term Disability

401K

Car Allowance

Medical Insurance

Dental Insurance

Vacation

Personal Time

10 Company Paid Holidays

Health Club Membership

Company Cellphone

Internet Reimbursement